

July 18, 2014

Ms. Maria Shahnam, President
ACD Telecom, LLC
103 Commerce Street STE 180
Lake Mary, FL 32746

Dear Ms. Shahnam:

The North Florida District Office of the U.S. Small Business Administration (SBA) has completed its review of your 8(a) Annual Update (SBA Form 1450) and supporting documentation for program year March 01, 2013 to February 28, 2014. It is our determination that your firm continues to meet the criteria for 8(a) status.

Be advised that during the transition phase of the program you are required to maintain a Competitive Business Mix of both 8(a) and Non-8(a) revenue. Firms that do not meet its applicable competitive business mix target for the completed program year will be ineligible for sole source 8(a) contracts in the current program year until target goals are corrected.

Each year until graduation from the 8(a) BD program you must meet specific annual competitive business mix target revenue percentage goals. During the transitional stage of the 8(a) BD program, a participant must achieve certain targets of non-8(a) contract revenue (i.e., revenue from other than sole source or competitive 8(a) contracts). These targets are called non-8(a) business activity targets and are expressed as a percentage of total revenue. The targets call for an increase in non-8(a) revenue over a period of time.

The percentage requirement for non-8(a) business activities for a company in the ninth year of the program, fifth year in transitional phase is 45%. Your business activity target requirements for program year six (03/01/2014 through 02/28/2015) are as follows:

- 55% revenue from 8(a) sources
- 45% revenue from non-8(a) sources

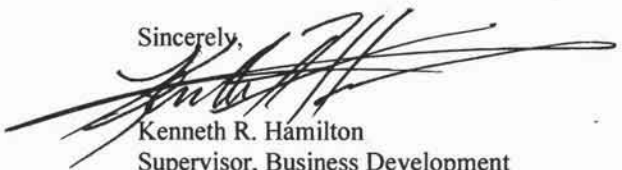
Most contracts that are awarded under the 8(a) Program are usually a result of the self-marketing efforts of the 8(a) firm. SBA will do its best to assist you in your efforts to obtain contracting opportunities.

This office would encourage you to participate in any training offered to you and your key staff in the areas of government contracting and marketing outreach during the program year by the North Florida District Office and/or other SBA business partners. You are encouraged to utilize all of the SBA's business counseling resources available to you including the Service Corps of Retired Executives (SCORE), Procurement Technical Assistance Centers (PTAC), 7(j) Management and Technical Assistance Program, and the Small Business Development Centers (SBDCs).

Please feel free to contact Mr. Derrick Willoughby, Business Opportunity Specialist at (904) 443-1930 to discuss these services and to get on his calendar so that he can discuss your firm's developmental requirements.

We wish you continued success in the growth and development of your business.

Sincerely,



Kenneth R. Hamilton
Supervisor, Business Development
8(a) Business Development Program